

Message Text

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12

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 251125Z JUL 75 ZDK
FM AMCONSUL MADRAS
TO SECSTATE WASHDC 2995
INFO USDOC WASHDC
AMEMBASSY NEW DELHI
AMCONSUL BOMBAY
AMCONSUL CALCUTTA

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FOR MORELY FROM ATCHLEY

E.O. 11652: N/A
TAGS: BEXP, IN
SUBJECT: BLACK CLAWSON

1. APPRECIATE MORLEY EFFORTS TO HELP CLINCH BLACK CLAWSON DEAL.

2. ATCHLEY DISCUSSED STATUS OF DEAL WITH D.P. MISRA JULY 24. MISRA SAID HE HAD WRITTEN OFFICIALS IN NEW YORK FOLLOWING MORLEY'S VISIT HERE. HE HAS RECEIVED TWO DISCOURAGING REPLIES. H.L. NATHAN, VICE PRESIDENT PARSONS AND WHITTEMORE, WHO HAS BEEN ASSIGNED RESPONSIBILITY FOR KEEPING AN EYE ON BUSINESS IN INDIA IN GENERAL, SENT MISRA A MEMO DATED JULY 16 THANKING HIM FOR LATEST INFORMATION ON WHERE BLACK CLAWSON STANDS, BUT CONCLUDING THAT IF SANDWELL OF VANCOUVER IS SELECTED AS CONSULTANT, BLACK CLAWSON'S CHANCES ARE NOT SO GOOD. JAVID OF BLACK CLAWSON ALSO WROTE MISRA LETTER DATED JULY 17 EMPHASIZING THAT RELATIONS BETWEEN BLACK CLAWSON AND SANDWELL ARE NOT CORDIAL, AND SELECTION OF SANDWELL DIMS PROSPECTS. JAVID TOLD MISRA THAT BLACK CLAWSON HAD ALMOST WON LARGE ORDER IN TURKEY RECENTLY, WITH CUSTOMER ALL IN FAVOR OF BLACK CLAWSON EQUIPMENT, BUT SANDWELL HAD KILLED IT. HOWEVER, JAVID ASSURED MISRA HEAD OFFICE WOULD DO WHAT IT COULD TO

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WIN OVER SANDWELL THROUGH ITS CANADIAN SUBSIDIARY BLACK

CLAWSON-KENNEDY.

3. MISRA TOLD ATCHLEY HE HAD WRITTEN A REPLY TO JAVID SAYING THAT HE DOUBTED PASSIVE ACTION THROUGH CANADIAN SUBSIDIARY WOULD WORK, AND URGING THAT BLACK CLAWSON CHAIRMAN LANDEGGER HIMSELF VISIT SANDWELL AND MAKE OUTRIGHT OFFER OF SUBSTANTIAL ENGINEERING SUBCONTRACT ON ONE OF MANY PARSONS WHITTEMORE JOBS AS QUID PRO QUO FOR FAVORABLE CONSIDERATION ON HUNDUSTAN PAPER BID.

4. MISRA ALSO SAID HINDUSTAN PAPER CHAIRMAN ZUTCHI GOING TO U.S. IN AUGUST TO FINALIZE AGREEMENT WITH SANDWELL.
EAVES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MADRAS01032
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750259-0252
From: MADRAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750722/aaaaatld.tel
Line Count: 74
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAY 2003 by Izenbel0>; APPROVED <07 MAY 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BLACK CLAWSON
TAGS: BEXP, IN
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006